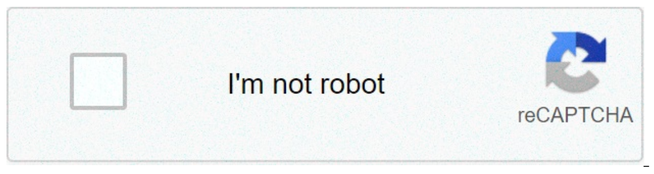

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Smart thinking art markman pdf

When you understand how the mind works, you can think smarter—and act smarter. Based on the precepts of cognitive science and drawing on a half century of interdisciplinary studies, Smart Thinking is the first book to reveal a three-part formula that distinguishes Smart Thinking from innate intelligence and shows how memory works, how to learn effectively, and how to use knowledge when you need to get things done.Beginning with defining the difference between Smart Thinking and innate or raw intelligence, cognitive psychologist Art Markman demonstrates how it is possible to learn Smart Thinking that you can apply to the real world.This engaging and practical book introduces a three-part formula for Smart Thinking, which demonstrates how anyone can:• Develop Smart Habits • Acquire High-Quality Knowledge• Use High-Quality Knowledge when neededSmart Thinking explores each part of the Smart Thinking formula and provides:• An understanding of how the mind works and the means to replace self-limiting habits with those that foster Smart Thinking• Insights into how memory functions and how to improve the quality of what you learn• Ways to present new information effectively• Specific techniques for improving your understanding of how the world works• The ability to define and solve problems by finding the relevant knowledge from any area of expertise and applying it effectivelyDrawing on multiple research disciplines, including psychology, artificial intelligence, philosophy, neuroscience, learning sciences, linguistics, anthropology, sociology, and education, Markman provides insights into the functioning of the mind and synthesizes this understanding into practical tools and exercises that develop new skills and achieve personal goals. The book culminates in tips for creating a Culture of Smart to make everyone in an organization more effective.Page 2 Think smart people are just born that way? Think again. Drawing on diverse studies of the mind, from psychology to linguistics, philosophy, and learning science, Art Markman, Ph.D., demonstrates the difference between “smart thinking” and raw intelligence, showing readers how memory works, how to learn effectively, and how to use knowledge to get things done. He then introduces his own three-part formula for readers to employ “smart thinking” in their daily lives. Smart Thinking gives readers: The means to replace self-limiting habits with new behaviors that foster smart thinking An understanding of the mind itself as well as memory The ability to define and solve problems by finding and applying relevant knowledge Ways to present and process information effectively "When you understand how the mind works, you can think smarter – and act smarter." - Smart Thinking, back cover Podcast: Play in new window | DownloadSigh. We know we have accumulated plenty of bad habits over the years but the question always thrust upon us at the beginning of a new year is: What can we do to eradicate the habits we know are holding us back from reaching a higher level of accomplishment and personal fulfillment? Smart Thinking provides a simple framework to understand how memory and experience work while providing methods to implement specific strategies that will enable deliberate, helpful changes to improve our effectiveness. Author Art Markman utilizes his years in cognitive psychology to “replace self-limiting habits with those that foster ‘smart thinking’”. ‘Smart Thinking’ simply means: do more, better. It is the ability to solve new problems using one’s current knowledge, and the good news is that it is a skill that one can develop. So how do we rid ourselves of muddled thinking and destructive patterns of behavior? Markman presents three key areas that we need to be in control of in order to engage in ‘smart thinking’: smart habits, high-quality knowledge, and the application of that high-quality knowledge. The fact is that most of what we do every day, we do without thinking – but that’s not a bad thing because the brain is designed to focus on the easiest, safest solutions to any problem without the heavy lifting of slow, ponderous thought patterns. However, Markman believes that we need to organize our life so that the things we do by habit are actions that will promote ‘smarter behavior’. This means we have to work harder at thinking about what we do as we do it. The Big Idea: The biggest takeaway from the book "The mind is designed to think as little as possible. Habits are created by consistent mapping and repetition. Habit change requires replacing bad habits with good ones."- Smart Thinking, page 27 Okay, repeat after me, “Duh!” Of course what the author says above is obvious. However, evaluate your own success in regards to changing a deeply entrenched habit you are unhappy with. There are gaps between knowledge and application of that knowledge when it comes to forming new habits. We need to understand that our mind is always on the look out to create habits and that most of those habits are, in fact, good ones because they allow us to perform crucial actions in our daily lives without thinking about them. To engage in ‘smart thinking’, we have to become more acutely aware of our environment and the desirable behaviors that will support smart habit creation. To create habit change, there are two things that must happen. First and most obvious is to find ways to stop engaging in the old, undesirable behavior. The second and most critical to change is to replace the bad habit with a good one. An actionable way to implement the Big Idea into your life "There is a formula for Smart Habits, which requires only two ingredients: 1. Mapping between an action and the environment consistently and 2. Performing that action repeatedly."- Smart Thinking, page 33 There is hope. You can perform desirable behaviors automatically. The first part of forming a smart habit is creating consistent mapping, which is making a connection between the environment and a behavior. We need to slow down and be cognizant of the outside world and our internal mental feelings and thoughts. Consciously and slowly recognizing an environment that brings a bad habit into presence is the first key to habit change. Then, when engaging in the new, desired habit, a ‘new map’ between the environment and action is created. Repeating that action in that environment will result in a new habit forming. Surprisingly, you do not need massive amounts of willpower to create new habits intentionally (and this is backed up by the most recent studies in cognitive psychology). These new habits can develop as long as you consistently map your physical and mental environment to the behavior you desire to carry out. By slowing down and thinking about this linking of environment and behavior, you engage the frontal lobes of your brain that can empower you from not carrying out the undesired habit. In other words, be mindful about the unwanted habit and your environment, and you have the clues to begin to remove them. An actionable way to implement the Big Idea into your life "By adding elements to your environment that remind you of actions that you are supposed to perform, you are providing a framework or scaffold to support your new behaviors."- Smart Thinking, page 187 Slow down. Think. REALLY think before you act. I’m not your mother, but remember effective learning requires a process to think more deeply. By talking to yourself as you are learning something new and walking through new concepts around the higher-level knowledge, you allow your brain to flex its associative muscles and make patterns of understanding that will lead to smart thinking. When you are in a situation of new learning and challenged with understanding knowledge unfamiliar to you, it helps to create a summary of the experience before moving on to the next thing. Few people do this. You should. Stop. Structure your new learning by taking notes and write a summary of what you think you need to understand for the long term and isolate the key points (can you say “Actionable Books Summary”?!). This will create high-quality knowledge that you will be able to apply more readily when a situation comes up that requires smart thinking. Your (written) summary should organize around three elements: objects (people), events, and casual understanding. Casual understanding is organized around explanations and is always related to a particular why question. When you understand the reasons behind the acquisition of this new learning experience, then you will be able to use that information to determine its application towards your desired outcome. Smart Thinking is presented in a simple, readable fashion that encourages taking action to arrive at a better understanding of our good and troubled habits, and then provides new strategies to serve new, more beneficial outcomes in your personal and business life. The information in the book could be a life-altering experience for many readers. On the surface, the discussions of cognitive science and behavior modification seem somewhat obvious and straightforward. However, based upon my own experiences in the weeks after finishing the book, I was making ‘connections in search of meaning’ and had the sense of being more creative when looking at the opportunities and struggles inside my business. One brief example: Upon finishing the book, I came up with a unique and different way of approaching my Monday-Friday work schedule. I created a highly personalized approach to moving distraction-riddled behaviors into a new schedule that addressed the trigger situations that created the bad habit and inefficient thinking. I engaged in the smart thinking process, quite literally. I am three weeks into this new schedule and I am demonstrably more productive and creative in my work. How could replacing bad habits with good ones change your life? © 1996-2015, Amazon.com, Inc. or its affiliates Leading a team to achieve great things isn’t always easy. In Smart Thinking, Dr. Art Markman tells how to help your team outthink your competition and achieve your most important goals by building a workplace culture around the application of cutting edge knowledge.In this seminar you will learn :How to help your team identify critical gaps in their knowledgeThe best way to create working conditions that help your team excelStrategies for removing common workplace distractionsHow to foster the openness to try new ideas and collaborationThe best way to spot the hidden connections among team membersDr. Markman is the Annabel Irion Worsham Centennial Professor of Psychology and Marketing at the University of Texas at Austin and director of the Program in the Human Dimensions of Organizations.Dr. Markman is also author of the influential book Habits of Leadership, which looks at how the “Big 5″ personality characteristics – Extroversion, Agreeableness, Conscientiousness, Openness, and Emotional Stability – affect leaders’ success and help them to achieve greatness.He has published more than 125 papers on topics such as analogical reasoning, decision making, and motivation. The book is an easy read, though rewards re-reading. Unlike many of these "Think yourself smarter" books, this one has lots of good advice, and feels like it relies on primary sources more than secondary. In fact, I bet I end up reading a lot of what is in this book, taken out of context by "Think yourself successful" gurus. Save time, read it here, at the source.' Business Traveller Book Review: Smart Thinking: Three Essential Keys to Solve Problems, Innovate, and Get Things Done by Art Markman Ready to sharpen your thinking and problem-solving skills? Art Markman provides some useful advice in Smart Thinking. Unlike some books in the genre, this book backs up its advice with solid research. Markman is a leading cognitive scientist at the University of Texas in Austin, and he takes a measured, fact-based approach to compiling his list of advice. High Quality Knowledge One concept that Markman says is critical to effective thinking and problem solving is high quality knowledge. Often, problem solving is less about a flash of intuitive brilliance and more about the application of knowledge, often from a seemingly unrelated field. James Dyson invented his highly profitable vacuum cleaner by combining his knowledge of a problem (vacuum cleaner bags sometimes leak, and restrict suction as they become plugged with dust) with the knowledge that factories sometimes collected dust by spinning air in large cyclones. Markman cites similar examples, and notes that redefining the problem is often the key to the solution. By defining the purpose of the vacuum cleaner as separating dust from air without requiring paper or cloth filters, Dyson was able to visualize a novel solution. The book is organized into eight chapters representing its major topics: What Is Smart Thinking? Creating Smart Habits and Changing Behavior Promoting Quality Learning by Knowing Your Limits Understanding How Things Work Making Comparisons and Applying Your Knowledge Maximizing Memory Effectiveness Smart Thinking in Practice Creating a Culture of Smart Remember This! In the Memory chapter, Markman reviews how our memories work. His text strikes a nice balance between being overly simplistic on one hand and neuroscience jargon on the other. Quickly, though, he gets into practical strategies for improving memory. Need to learn something? Learn it in the environment in which you’ll have to remember it. Markman cites research showing that scuba divers who memorized words either on land or underwater remembered more words when they were in the environment where the learning took place. Desirable Difficulty? One of the more interesting bits of research cited by Markman shows that memory is improved when learning is a little more difficult. Hard work while learning is frustrating, but the memories are more lasting. So, a professor that makes the students work for the knowledge a little may be more effective than one who lays out the material in a crystal clear, highly engaging manner. Hence, professors highly rated by students for their teaching skills, may, in fact, be less effective in promoting learning. (I can see the prof telling the dean something like, “Of course my students rate me as a poor teacher; you want them to learn, don’t you?”) There are many good prescriptions in Smart Thinking to help sharpen all kinds of cognitive skills, and all are backed up by sound science. In the final chapter, Markman brings these skills together in a way that the reader can form useful habits for better thinking and problem solving. I like Smart Thinking a lot, and hope I have the discipline and time to work on actually implementing some of Markman’s ideas. I fear, though, that this book could be a lot like diet and exercise books – the science may be solid and the programs effective, but few readers will make that information part of their daily lives for long enough to make a difference. Still, there’s hope. Markman gives the reader excellent advice in a readable and actionable way, and if even some of the knowledge sticks, we’ll see people and businesses coming up with better strategies and brighter ideas. Group Intelligence? One interesting way of using the book would be for several individuals to form a finite-term “smart thinking” club that would be a sort of single-title book club devoted to understanding and using the content of Markman’s book. Exercise programs and diet plans work better when there is group motivation involved, and I’d bet that the same peer dynamic would boost efforts to sharpen cognitive skills. A group of co-workers would be ideal from a logistics standpoint (what company wouldn’t like smarter staff?), but a group could even meet virtually. If anyone tries this, let me know how it works out! Amazon Link: Smart Thinking: Three Essential Keys to Solve Problems, Innovate, and Get Things Done Kindle Version: Smart Thinking: Three Essential Keys to Solve Problems, Innovate, and Get Things Done